

ATTENDANCE  
BY INVITATION

# An introduction to Legal Process Outsourcing to South Africa



A ground-breaking event – the first of its kind in the UK

5 June 2008, South African High Commission, London

## Seminar Programme

**Chairman:** Mr Kerry Underwood, *Law Abroad Limited*

**08.30** Registration and Coffee

**09.00** Welcome by  
Her Excellency The High  
Commissioner Dr. Mabuza

**09.10** **Session 1:** Introduction  
South Africa Open for Business

- South Africa: the Political, Economic and Legal Framework
- South African Government promotion of Business Process Outsourcing as a strategic Sector

**Iqbal Sharma**

*Deputy Director-General South Africa DTI*

**09.40** **Session 2:** South Africa BPO  
The Value Proposition

- Capabilities
- Costs
- Comparisons
- Incentives

**Mfanu Mfayela**

*CEO Business Process  
enabling South Africa (BPesa)*

**10.10** **Session 3:** Legal Outsourcing to  
South Africa: the pros and cons

**Seamus Smyth**

*Chairman British South African  
Lawyers Association (BSALA)*

**10:40** **Session 4:** Legal Process  
Outsourcing: An International  
Overview

**Ms Alison Hook**

*Head of International Department of  
the Law Society*

**11.10** **Refreshments**

**11.30** **Session 5:** LPO to South Africa:  
A Case Study

- Digital Legal Transcription
- Legal Research
- Paralegal Services

**David Wartski**

*Director, Global Secretarial*

**12.00** **Session 6:** Data Capture: A proven  
South African service for UK  
companies  
*A Case Study with reference to Court  
Documents*

- Data Capture: an introduction
- Server Security
- Cost and time advantages

**Grant van Beulen**

*Director, Outprosyst (Pty) Ltd*

**12.30** **Session 7:** Panel of Experts Q & A

Chaired by Law Abroad Ltd – an opportunity to cross-examine leading authorities on all aspects of LPO to South Africa

**13.00** **Lunch and networking**

Including the opportunity to meet with the South African National & Provincial BPO Investment Promotion Agencies CEO's for Durban, Cape Town, Johannesburg, Nelson Mandela Bay, Coega etc.

One-to-one meetings can be accommodated during and after the lunch.

*Top quality wines from South Africa will be served throughout the luncheon period.*

An essential Seminar for the legal profession with the need to outsource to a reliable quality location.

- Digital Transcription
- Debt Recovery
- Data Capture
- Legal Research
- Land Registry
- Intellectual Property
- Copyright
- Patents
- Trademarks

### 3 Hours CPD

CPD accredited by  
The Solicitors Regulation  
Authority.

 **Law Abroad**

In association with  
The South African  
High Commission

# An introduction to Legal Process Outsourcing in South Africa

South Africa is enjoying economic growth at a record level of approximately 5% per annum. This growth is increasingly being driven by tertiary sector activities and less so by primary commodity-based operations.

The country is fast moving towards becoming a knowledge-based economy with a greater focus on technology, e-commerce, financial and other business-to-business services. South Africa has a highly qualified and respected legal profession that can be matched with the best legal services found in London.

This gives South Africa the capability and reliability to provide legal outsourcing services that are based on quality and not just cost alone.

## Speakers:

### **Mr Kerry Underwood, Law Abroad Limited**

Kerry is Senior Partner of Underwoods and Underwoods South Africa. He has pioneered conditional fees, contingency fees, television advertising and, as Chief Executive of Law Abroad Limited, the offshoring of legal work to South Africa.

### **Iqbal Meer Sharma**

#### *Deputy Director-General South Africa DTI*

Iqbal is responsible for leading the development and implementation of trade and investment policies and strategies. Before joining the DTI, he worked for large multinationals such as PepsiCo and the Bank of America.

### **Mfanu Mfayela**

#### *CEO (BPesa) Business Process enabling South Africa*

Mfanu has worked in strategic positions covering business and product development. He was the founder and publisher of "The Industry of Call Centres and CRM", a premier call centre publication in SA. He has been CEO of BPesa since February 2005.

### **Seamus Smyth**

#### *Chairman British South African Lawyers Association*

He is currently senior partner and head of litigation at Carter Lemon Camerons and responsible for the firm's professional links with South Africa.

### **Alison Hook**

#### *Head of International Department of the Law Society*

Alison joined the Law Society in January 2002 and is now Head of International Affairs. She worked for the UK Foreign and Commonwealth Office for many years as an economist on the Global Economy and European Union matters.

### **David Wartski**

#### *Managing Director, Global Secretarial Ltd*

David heads an outsourcing company that began with a specific focus on providing legal typing to UK law firms through the provision of secretaries in South Africa, and now delivers for BPO Solutions to a range of professionals in the UK.

### **Grant van Beulen**

#### *Director, Outprosys (Pty) Ltd*

Grant started his career in 1990 with International Data Services, becoming MD and buying out the previous owners in 1997. In 2005 the partnership with 3i Services was formalised with the formation of Outprosys.



Please reply to invitation – if you are unable to attend yourself, then a colleague or representative of your organisation will be welcome to come along in your place. Please advise accordingly.

## An introduction to Legal Process Outsourcing in South Africa

5 June 2008, South African High Commission, Trafalgar Square, London

Title:	Surname:	First Name:
Employer's Name:		
Employer's Address		
		Postcode:
Attendee's Email Address		
DX No:		
Contact Tel:	Fax:	
Special Requirements		

Continuing Professional Development and Continuing Professional Education. Hours or points may be claimed as allocated by The Solicitors Regulation Authority.

## 3 Hours CPD

CPD accredited by The Solicitors Regulation Authority.

## Seminar Documentation

Full Seminar Documentation will be supplied to all attendees.

